

Sunday June 12, 1955

Hans: Had a pretty busy week and a very bust week end. The List 45 has now reached many of our customers and orders are coming in. Saturday afternoon had three visitors, one the Russian from Montreal bought the pattern ruble (silver) for \$150, Chap by the name of Wessel who runs the Crown Coin Co Baltimore was in and bought over \$100, our old friend Madden (the slow pay guy) was in for the first time in a year and bought a Waitangi for \$100, paid \$5 and we are holding the coin for the balance. Sold Mitchell the salt stick for \$25 and the fish hooks are moving. Clay bricks from Carlebach (which are really paste made of redwood) are not moving and will arrange if C. wants back what we didn't buy outright he can have them. They are very fragile and hard to pack anyway. We will sell them in a future auction now that I know exactly what they are. Carlebach had them entirely wrong. The large lot of gold coins which came back unregistered and uninsured from an unknown party in Texas are the shipment made to Espinos LAST OCTOBER. I located the invoice Saturday afternoon. He returned ALL except a couple of cheap modern pieces. HANS I AM TELLING HELEN....DO NOT write him and if he writes us she is to tell him Mr Schulman and Mr Gibbs are away and I know nothing about any coins returned. He kept these coins since October, he owes a lot, he smuggled them out of the country so let him stew until you get back. I am also telling her UNLESS YOU WRITE DIFFERENTLY she is NOT to ship him any coins under any condition. This guy is going to stick you Hans if you continue to do business with him and he may ruin your best account in Mexico. The Bank answered my letter and said they were interested in the 1680 but the price was high. I think I sent you a copy of my letter saying that we appreciated their business and would ~~maxx~~ waive our profit and let them have it for \$750. Haven't had reply yet. Have not heard a word from SAM but will try to locate his phone number tomorrow and call him unless Helen has heard from him somehow. I will, of course, not mention that I have been expecting money from HIM to give to her.

....Hans, I was amazed yesterday to find that the Papal medals, the Brazil bar, the rare 2 Ounce Port Philipps coins are still in the safe..WHY....? Do you realize what would happen if some punks walked in some day and no one was there except Helen and maybe young Robert what your position would be if these coins were taken? I don't believe any insurance company would pay you a dime as you certainly are guilty of negligence to say the least in keeping such material so unprotected when it could be in a safe deposit box only a short one block away. I AM MOVING THESE TO MY BOX TO WHICH YOU HAVE ACCESS TOMORROW. I hope you approve and appreciate that I am doing this in YOUR INTERESTS. Leaving Wednesday night and go to work Thursday morning on the Kays collection. They aren't giving me time to even unpack. However, Charlie Green called me from Chicago and Smith from Pgh and Charlie has to be in Chicago next week so to cooperate I agreed to meet them Thursday morning. The following week I will work on the odd and curious, ancient and other than US. You and I have never worked out any plan on this account BUT if I get the collection \$25 to \$30,000 for our Spring auction I think it should be agreed that you will take care of me by way of a credit on my account. As soon as I finish the Kays collection I am going to Jamestown, NY to see Mrs T.Jas Clarke and have reason to believe I can get all Jim's foreign coins mostly gold for auction. If I do, once again I will expect you to cover my expenses and make some credit allowance for my time. NOW HEAR ME. Hammel was up there last week and he gave her quite a lecture about how all the dealers have been flocking in, buying the cream of the US (understand Ford got the dollars, Kosoff the cents etc) and he recommended that she give the foreign to Hans Schulman to sell. MRS CLARKE SAID SHE HAD NEVER HEARD OF HANS SCHULMAN (which is probably not quite true altho she may not remember having heard of you and Jim did not buy much from you so she would not have run across any or many envelopes or correspondence. However, when she told him that Howard Gibbs of Pittsburgh was Associate she immediately agreed that she would like to talk to me and see what could be worked out. I am writing her today as per copy attached and will phone her from Pittsburgh as soon as I know which week end suits her and will drive up and spend Saturday and Sunday with her. She is a smart shrewd woman and since I have known her and Jim for over 25 years and can talk her language I believe there is a fair chance of getting the collection which must be very large on consignment....will write you when I see her.....forgot to enclose the suggested postcard in last letter so will draft it and will enclose herewith.....ordered ten more Yemen crowns from Benson at \$10 less 10 or \$8. I believe these to be a real bargain to be put away for future sale as these have never shown up except once in awhile and in poor condition. If you do not think this a good buy I will take them myself as an investment. We paid Camo \$10.50 as he gave us a special price after advertising them for \$15. I have ours priced at \$20 and expect to raise this next year to \$30. Now Hans I am going to get personal with the hopes that you will give careful consideration to what I have to say. You know that I say what I mean and I mean what I say. In this life to call many people 'friend' but what we actually mean nine times out of ten is 'acquaintance'. t of us are very fortunate if we have one or two real friends in our life time outside of parents and ~~immediate~~ immediate family. When you get back you have many things to do

you have many things to UNDO. First as to business. You should, in fact you must, make your mind whether or not you are going to be in the coin business and make a success of it or are going to scatter your interests over other fields and let your coin business go to pot. You do not have the training nor capabilities to carry on successfully several unrelated business at the same time. What your plans are with Jerry I do not know BUT I am positive that it will end to your detriment. Why not concentrate on the wonderful stock of coins you already have and push their sale rather than go into a field which has a very doubtful future with a fellow is either bankrupt now or is headed for it? Why risk the most valuable asset you have..the Schulman name? Remember Hans I am writing as a sincere friend and also as a paid consultant. Now, I fully realize that you have been under a severe mental strain for some time but frankly you brought most of this on yourself and among the things you must undo when you get back is the adverse criticism that has built up among many of your friends, acquaintances and enemies. When you returned from your last trip you talked too much about the wrong things to the wrong people which has given ammunition to your enemies to undermine you. The current consensus of opinions among those who know you seem to be that (a) well we didn't know Gerd, we didn't like Mim, or we didn't approve of her BUT when it comes to Anton the opinion seems to be that YOU are the one who is wrong, you are the one who is trying to get rid of her, etc,etc (you can imagine the rest) So..I repeat, be careful think this over carefully and come back rested mentally and physically and get down to brass tacks both in business and personal affairs.

As for me, you can depend on my friend, support and loyalty no matter what happens but there must be a clearer understanding between us, if I am to return in September. This cloak and dagger stuff must go out the window. While I have no curiosity and want to know only what you care to tell me about other things, I believe there should be more cooperation from the business angle. For instance. Last week I need some things from the basement and went down with Robert. I intended to bring up the large red albums of paper money as they were doing no good down there and we can get something out of them in a future auction if the cockroaches didn't get them first. To my surprise, I found several wooden boxes of common coins and many albums of papermoney, mostly not gold. Robert apparently told Helen I had brought up a lot of stuff and she rushed over to warn me that some of the material (coins and paper) belonged to the Van Mil collection (or accumulation). Was there any reason why I couldn't have known about this? There are also many books, catalogues down in the basement that are being damaged and that could be placed in any auction and while they might not bring a fortune they would be better sold for a few hundred dollars than fed to the cucarachas.

Just received a cable from Norwrb from the Queen Elizabeth saying he was interested in a number of gold coins from our last catalogue. I think they are all available except one or possibly two and these we will put aside for him.....this is rather rambling but I am trying to cover all subjects as they occur to me. I am a little doubtful about the last page you added to the List 45. Had you advertised "The only crown SIZED piece of Edward" you would have been OK but you are misrepresenting this piece and a collector ten years from now could charge fraud and demand his money back with interest as well as causing a bad stink..and this could happen tomorrow and not ten years from now. Since you are paying me for my services you would be wise to discuss such matters with me before hand.

Hope you will understand that all the things I have written are sincere and meant for your best interests and welfare. Be well

Howard

PS: Write Hammel a nice letter, thanking him for his efforts in our behalf in getting Mrs Clarke to consider Schulman auctions

Coin Associates, Inc.

42 East 50th Street

New York 22, N. Y.

Plum 3-5344

Office memo: June 14, 1955

Miss Helen Deutsch:

Please be advised that I have written Mr Schulman today advising him that I am removing from the safe in your office (a) the Papal Gold Medals (b) the Brazil bar (c) The Port Phillips Australia rare gold 2 ounce. These I am placing in a safe deposit box in the 45th and Madison Branch of the Citicohattan Bank in a safe deposit box to which Mr Schulman will have access.

I have also advised him that the large shipment of Mexican gold coins which arrived unregistered and uninsured from an unknown party in Texas are the almost complete shipment invoiced to Espinosa in Mexico City last October.

This is to instruct you, pursuant to authority invested in me by Mr. Schulman regarding such matters before he left for Europe that you are not to acknowledge receipt of this shipment TO ANYONE. If Mr. Espinosa writes to ask if such a shipment has been received you are to write him that you know nothing about the matter and that Mr Schulman and Mr Gibbs are both away and you will take the matter up with them. Until you hear from Mr Schulman with a countermand of these instructions, this is the way the matter is to be handled.

Coins that are here on consignment, for offers or for inclusion in future auctions are in the file cabinet in my office as I will show you.

Coins and medals left on consignment by Dr. Paul de Jesus are in the green safe or wherever you have placed the medals.

July 14, 1935

Eliasberg

and displayed in such a way that collectors, students and the public would have a chance to study the unusual things that have been used from the beginning of time as money.

This collection has never been offered to anyone and I have been in no hurry to sell and have added at least \$15,000 of new specimens since 1932. I would not sell it as a whole at any price as it must be shown briefly or in part and spend most of the time in their 'porgees'.

I offer you and your chance to see the Foster small collection IF you are intrigued and interested as I think you will be, then I would like to bring my illustrated catalogue to Baltimore and spend a few hours with you and discuss the possibility of your taking over the collection. Should you do so my personal interest would go with it as long as you desired in order to have the proper display and mounting cases made.

In all fairness and in all honesty I can say that nowhere in the entire world can I find a fully representative collection as this. Any large museum may be storing in one field or several but none, not even the British have as rounded out and comprehensive a collection as this.

May I have the pleasure of hearing from you?

Sincerely yours,

Harold D. Gibbs

P.S. The collection has been chartered under the laws of Pennsylvania as the Pittsburgh Numismatic Museum which has enabled me to belong to and exchange duplicates with other museums all over the world.

Fellow, Royal Numismatic Society

Fellow, Patron, American Numismatic Society

Member Pittsburgh, New York, Bronx, Brooklyn, Cleveland and many other Clubs

Please reply to my home address

1112 Berkshire Avenue Pittsburgh 11 Pa.

July 14, 1955

Eliasberg

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This collection has never been offered to anyone and I have been in no hurry to sell and have added at least \$15,000 of new specimens since 1952. I would not sell it to a museum at any price as it would be shown briefly or in part and spend most of the time in their 'morgue'.

After you have had a chance to see the Mosher small collection IF you are as intrigued and interested as I think you will be, then I would like to bring my illustrated catalogue to Baltimore and spend a few hours with you and discuss the possibility of your taking over the collection. Should you do so my personal services would go with it as long as you desired in order to have the proper display and housing cases made.

In all frankness and in all honesty I can say that nowhere in the entire world does there exist as fully representative a collection as this. Many large museums may be strong in one field or several but none, not even the British have as rounded out and comprehensive a collection as this.

May I have the pleasure of hearing from you?

Sincerely yours,

Howard B. Glaze

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Fellow, Royal Numismatic Society

Fellow & Patron, American Numismatic Society

Member Pittsburgh, New York, Bronx, Brooklyn, Cleveland and many other Clubs

Please reply to my home address

1112 Berkshire Avenue Pittsburgh 11 Pa.

July 14, 1955

Mr. Louis Eliasberg,
P.O. Box 808,
Baltimore 8 Md.

Dear Mr. Eliasberg:

I was very much pleased to learn that you were successful in buying the former Stuart Mosher collection from the Fidelity Trust Company and thought you might like to have the history of this collection so will attach a statement on a separate sheet.

You will recall that I had lunch with you last year and tried to interest you in some other series than U.S.

Since you have the finest representative collection of U.S. coins ~~MY NOT OWN THE FINEST REPRESENTATIVE COLLECTION OF ODD & CURIOUS MONEY?~~

A brief history of my collecting. Born in 1896, started to collect in 1902 (age 7). Met Haran Serbe who was making a display in one of our Pittsburgh banks in 1905 or 1906. For the first time I saw odd and curious money and from that day to this have searched the world for anything and everything ever used as a regular media of exchange or money. My experiences in the past fifty years, my voluminous correspondence with missionaries in all parts of the world, with trading posts in China and the South Sea Islands, would fill many books.

After 20 years in the retail coal business, I decided to retire in 1931 and did so May 1, 1952. I sold most of my conventional coins and books, invested the money in sound stocks and bonds. Then I opened a small office at 545 Fifth Avenue, New York as a Numismatic Consultant intending to do appraisals, expertize coins, write numismatic publicity and catalogues for any of the large dealers who might need my services. This has worked out very well permitting me to spend six to eight months doing the work I love and time to travel, meet people all over the world (many with whom I have corresponded for 20-30 years). Most of my time has been spent doing work for Schulman because of his entanglement with the former King Farouk. However, it has enabled me to not only enjoy life but to add tremendously to my odd and Curious Collection and to the one field of conventional coins which I still collect, and will continue to as long as I live i.e., cut and/or counterstamped coins and siege coins.

When I decided to retire in 1951 my collection of odd and curious money had been growing so rapidly that I never had time to make a complete catalogue. However in 1952 I did just that and now I am looking for a home for this collection. My actual cost as of May 1952 was \$132,000.

Financially, I would probably do better breaking up the collection and selling it piecemeal at auction or private sale BUT a man does not spend a life time getting together such a complete collection without having some sentiment. I would like to see it kept intact, properly housed

1112 Berkshire Avenue
Pittsburg, 26 Penna.

July 14, 1955
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P.O. Box 508,
Baltimore 3 Md.

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You will recall that I had lunch with you last year and tried to interest you in some other series than U.S.

Since you have the finest representative collection of U.S. coins WHY NOT OWN THE FINEST REPRESENTATIVE COLLECTION OF ODD & CURIOUS MONEY?

A brief history of my collecting. Born in 1895, started to collect in 1902 (age 7). Met Faran Herbe who was making a display in one of our Pittsburgh banks in 1905 or 1906. For the first time I saw odd and curious money and from that day to this have searched the world for anything and everything ever used as a regular media of exchange or money. My experiences in the past fifty years, my voluminous correspondence with missionaries in all parts of the world, with Trading Posts in China and the South Sea Islands, would fill many books.

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STORY OF STUART NUMISMATIC COLLECTION

Stuart was a Reporter for the Buffalo Courier, Buffalo, N.Y. in charge of a daily Question & Answer column. Someone sent me some of his articles and a correspondence developed. Later he and his talented sister Dorothy visited us in Pittsburgh and Mrs Gibbs and I visited them in Buffalo. After seeing my collection of odd and curious money Stuart became greatly interested. His sister Dorothy was an artist who worked for the Buffalo Museum of Science and through her Stuart met Mr Chauncey Tamlin a wealthy man who was Director of the Museum. Stuart interested him in building a representative collection of money. Mr. Tamlin was able to interest a wealthy woman by the name of Mrs Seymour Knox who financed the development of the collection. It was my privilege to advise what should be included and to supply probably 50% of the collection from my duplicates. I also placed Stuart in touch with dealers who could supply conventional ancient coins which I did not have in duplicate.

Stuart became very interested in odd money and began to build a small personal collection which he housed in small flat boxes. His sister made the labels. As a matter of fact she is still employed by Myte Raymond and many of the finely made labels seen in dart India ink are hers.

Stuart attended a number of the Tri-state Conventions which were held every June in Jamestown, N.Y. and which attracted collectors and dealers from all over the USA but particularly from Ohio, Penna and N.Y. Stuart met at one of these Conventions Jim Scullister of Philadelphia and through him became employed by Myte Raymond until he became very ill and spent over two years in a hospital. Late Stuart went with Moritz Grosser where he stayed until he became connected with the Smithsonian Institute. He was also Editor of the Numismatist.

When Stuart married a Canadian girl he decided to sell his collection and wrote me. I bought the collection for a close personal friend as there was nothing in Stuart's collection that I lacked.

This is a small but fine representative collection and I appraised it in the Estate as being worth \$2800.00.

H. D. Gibbs

THE FINANCE COMPANY OF AMERICA

AT BALTIMORE

COMMERCIAL BANKERS

MUNSEY BUILDING

BALTIMORE 3, MD.

LOUIS ELIASBERG

CHAIRMAN OF THE BOARD

July 13, 1955

Mr. Howard D. Gibbs
1112 Berkshire Avenue
Pittsburgh 11, Pennsylvania

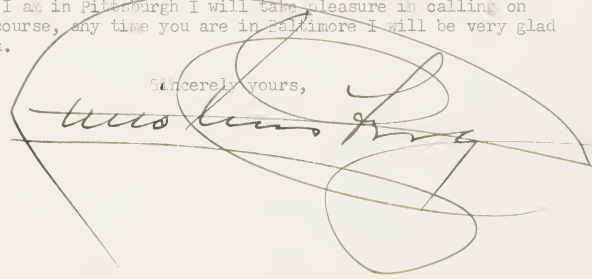
My dear Mr. Gibbs:

I want to thank you very much for your letter of the 14th instant, wherein you have given me a resume of the Stuart Mosher collection and an outline of your own outstanding collection of odd and curious money.

I have always been intrigued by this particular phase of numismatics, but have never felt justified in investing in these monies the substantial amount that you have.

If you have an extra catalogue of your exhibit I would like very much to look at it and assure you that at some future time when I am in Pittsburgh I will take pleasure in calling on you. Of course, any time you are in Baltimore I will be very glad to see you.

Sincerely yours,

A large, stylized handwritten signature, likely "Louis Eliasberg", is written over the typed name and extends across the bottom of the page. The signature is written in dark ink and is quite fluid and expressive.

LE:AM

July 20, 1955

Home Address
1112 Berkshire Ave, Pgh 26 Pa

Dear Mr. Eliasberg:

Thank you for your letter of the 16th. I am sending you under separate cover a carbon copy of my catalogue of odd & curious money (up to May 1, 1952) altho I hesitate to do so because it does not do justice to the collection. Unfortunately, there is only ONE really original catalogue and that is almost six inches thick and contains a great many photographs including many in color. Altho a photostat copy was made several years ago for Farouk, my own copy is made up of pictures, photos etc that were taken from the many articles that have appeared about in collection in The American Magazine, Fotogravuers from papers in many Cities, clippings from hundreds of catalogues, magazines, coin books etc. This you should really see.

Prior to 1952 I collected 'everything' used as money and had over 200,000 conventional coins. All have now been sold except the German thalers and multiples and I have been waiting for the market conditions in Germany before selling. This collection of some 5000 crowns will probably be sold in Germany or Switzerland in the next two or three years. For the odd and curious I am searching for a proper home. Of all the series I collected none have ever attracted the attention that the unusual media and coins did and I have seen many marvelous displays at conventions that got just passing interest because people did not appreciate convention round coins but took great interest in an exhibit containing coins of coal, soap, cheese, tea, feathers and many other unusual materials.

Just received from Singapore a long wanted piece, the huge 80 Tical silver bullet shaped coin. This completes my set as far as size goes which runs from the 1/64 (about as big as a pin head to this piece the size of a standard baseball.

I will be in Pittsburgh until Sept 15, then in New York at my office 545 Fifth Avenue, then back here Dec 15 until Feb 15. By all means arrange to spend some time with me if you can get to our City. I promise you have never seen anything like my personal collection anywhere.

With kindest personal regards

Sincerely yours,

Howard D. Gibbs

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ALL INFORMATION CONTAINED
HEREIN IS UNCLASSIFIED

DATE 11-11-01 BY 60322

Page 1 of 1

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Signature

Date

December 7, 1955

Mr. Leopoldo Cancio
2800 Quebec St. N.W.
Washington, D. C.

Dear Mr. Cancio,

Your letters of December 2nd and 3rd both reached me in this morning's mail.

I wish I could be of some help to you in the matter of your dispute with the firm of Hans M. F. Schulman, but I fear it would be very unwise for the Society to become involved in a question of this nature. It is a firm, and I am confident a well-advised policy of the Society not to enter into disputes between dealers and customers, even if one or both are members of the Society. On questions of authenticity, we sometimes feel free to express an informal oral opinion, or even a written one, if there can be no possible doubt as to the genuineness or falsity of a coin, but I am sure you will agree that it would be most undesirable for us to involve ourselves as arbiters in commercial transactions where there is a difference of opinion as to the condition of specimens or their price. I beg you therefore, in this instance, to relieve us of the obligation of expressing our views as to the condition of the coins which you have sent me. I am returning the coins to you herewith.

I must also ask you to appreciate my motives in abstaining from comment on the remarkable letter dated November 29th which you received from Mr. Schulman's associate. I am returning it to you herewith together with your reply to Mr. Schulman, in which you inform him that you have acquainted us with this exchange of correspondence.

Very sincerely yours,

George C. Miles
Chief Curator

GCM:rb

c.c. to Hans M. F. Schulman